

Message Text

CONFIDENTIAL

PAGE 01 DOHA 01334 121041Z

22

ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 COME-00 OPIC-03 CIAE-00

INR-07 NSAE-00 /040 W

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R 121013Z DEC 76

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 2078

AMEMBASSY LONDON

INFO AMEMBASSY ATHENS

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

C O N F I D E N T I A L DOHA 1334

DEPT ALSO FOR NEA/ARP

E.O. 11652: GDS

TAGS: BEXP, QA

SUBJ: FORD MOTOR COMPANY IN QATAR--ANOTHER HEAVY-WEIGHT WEIGHS IN

REF: DOHA 1235 AND PREVIOUS

BEGIN CLASSIFIED

1. REFTEL OUTLINED POSITION OF FORD VIS-A-VIS POWERFUL MERCHANT/ AGENTS IN QATAR. ON DEC 11 ANOTHER OF THE MOST POWERFUL MERCHANTS, GHAYKH GHANIM BIN ALI AL THANI, BROTHE OF THE DEPOSED AMIR SHAYKH AHMAD BIN ALI AL THANI AND ONE OF THE LARGEST LAND OWNERS IN QATAR, INFORMED COMMERCIAL SECTION THAT HE IS ALSO VERY INTERESTED IN REPRESENTING FORD IN QATAR. SHAYKH GHANIM TOLD US THAT HE COULD GUARANTEE LARGE SALES AND WAS READY TO BUILD ON HIS LAND LARGE SHOW ROOM, REPAIR FACILITY, PARTS STORE AND EVEN POSSIBLY ASSEMBLY PLANT IF FORD CHOSSES HIM AS AGENT. PARA 4 OF REFTEL NOW HAS TO BE AMENDED TO INCLUDE ANOTHER SUITOR FOR THE HAND OF FORD IN DOHA AND FORD'S POSITION IS NOW EVEN MORE DIFFICULT. END CLASSIFIED.

BEGIN UNCLASSIFIED.

2. BUSINESS ADDRESS OF SHAYKH GHANIM IS:

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NEW TRADE COMPANY
P.O. BOX 2035
DOHA, QATAR
TELEX: 4448 DH
TELEPHONE: 23075/22318

3. LONDON PLEASE INFORM MR. MAX P. WYLER, MANAGER, MIDDLE EAST
AND AFRICA SALES OPERATIONS, FORD OF EUROPE INC, 169 KINGS ROAD,
BRENTWOOD ESSEX CM14 4EN, TELEX: 882121, TELEPHONE: BRENTWOOD
219500 OF NEW TRADE COMPANY INTEREST.

4. DEPT PLEASE INFORM MR. HISHAM A. ROUSHDY, MARKET DEVELOPMENT
CONSULTANT, FORD MID-EAST AND AFRICA INC, THE AMERICAN ROAD,
DEARBORN, MICH 48121, TELEPHONE (313) 322-7040 OF NEW TRADE
COMPANY INTEREST.
PAGANELLI

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DOHA01334
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760458-0625
From: DOHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761250/aaaabqqu.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 DOHA 1235
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 19 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 MAY 2004 by BoyleJA>; APPROVED <17 AUG 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FORD MOTOR COMPANY IN QATAR--ANOTHER HEAVY-WEIGHT WEIGHS IN
TAGS: BEXP, QA
To: STATE LONDON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006